



Case Studies in Success

Customer: Janitorial Supply Distributor

Location: Florida

Presenting Problem

Company had recently lost a major customer and had incurred significant losses over the past several years.

Solutions

Profitability Partners was able to move the company to break even during the first year and to profitability in the second year. Achieved this result through various processes including but not limited to:

- Changed sales person compensation from salaried to commission. Created and implemented sales management and reporting process. Instructed sales staff in effective sales techniques.
- Developed and implemented first ever operating plan for client and integrated plan with newly developed MOSAIC based Pay for Performance plan. This plan set the step by step recovery of the Company.
- Identified the proper sales mix for the client. Found that a large part of the Company's sales mix was in low margin items.
- Instructed new President in effective management, delegation and time management techniques.

Call today for a free, confidential analysis of your situation.

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